

10. FINAL NEGOTIATIONS AND TO AWARD

- 10.1 Know in advance your clear path to award. Know what management, legal, and other reviews are required prior to award. If agency-level review is required, be prepared in advance.
- 10.2 The financiers need adequate time to give you their best rate. Update the project schedule to detail the final steps required before TO award. Ensure that the ESCO has allowed adequate time in the schedule to obtain multiple financing offers (about 2 weeks).
- 10.3 Be prepared for negotiations, having a full understanding of the proposal/IGA, including TO-RFP and IDIQ.